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Message Text

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53
ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /066 W
---------- 130160
P 152210Z JAN 76
FM AMEMBASSY LIMA
TO SECSTATE WASHDC PRIORITY 8402

UNCLAS LIMA 0449

DEPT PLEASE PASS TO EXIMBANK

EO 11652: NA
TAGS: BBAK, PE
SUBJ: CALAMAQUIP ENGINEERING CORPORATION

REF: 74 LIMA 2660, 74 STATE 073600

1. EMBASSY APPROACHED BY MINISTRY OF FINANCE FOR ASSISTANCE REGARDING EXIMBANK GUARANTEE FEE CONVERING FIVE YEAR LOAN BY CONTINENTAL BANK INTERNATIONAL FOR $1.615 MILLION FOR HOSPITAL EQUIPMENT FOR SOCIAL SECURITY HOSPITAL (CALAMAQUIP ENGINEERING WESTERN HEMISPHERE). EMBASSY HAS BEEN ASSISTING IN THIS CONTRACT BECAUSE IT REPRESENTS A MAJOR CONTRACT FOR U.S. HOSPITAL EQUIPMENT AFTER A LONG PERIOD OF LOSS OF MARKET POSITION TO OTHER SUPPLIERS (SEE REFTELS). ACCORDING TO MINISTRY OF FINANCE OFFICIAL, THEY BELIEVE GUARANTEE FEE OF $68,799 IS EXCESSIVE. GUARANTEE WORKS OUT TO ANNUAL RATE OF SLIGHTLY OVER 1 PERCENT. MINISTRY OF FINANCE OFFICIAL STATED GOP MIGHT DECIDE TO GO ELSEWHERE FOR EQUIPMENT. WE KNOW HUNGARY HAS SOLD HOSPITAL EQUIPMENT IN PAST TO GOP AT REPORTED TERMS OF 20 YEARS, 2 PERCENT, 2 YEARS GRACE PERIOD.

2. IN VIEW OF IMPORTANCE TO U.S. OF SELLING LARGE AMOUNT OF HOSPITAL EQUIPMENT TO GOP AND THUS REGAINING PART OF OUR PAST MARKET POSITION, AND IN VIEW EXCELLENT GOP RECORD ON
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REPAYMENT, WOULD APPRECIATE EXIMBANK RECONSIDERATION OF

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GUARANTEE FEE TO LOWEST POSSIBLE LEVEL AND SOME TYPE OF DEFERRED PAYMENT OF REDUCED FEE TO EXIMBANK. THERE ARE SEVERAL OTHER MAJOR GOP HOSPITAL EQUIPMENT PROJECTS PENDING IN WHICH U.S. SUPPLIERS HAVE EXCELLENT OPPORTUNITY TO PARTICIPATE. IT WOULD BE HELPFUL IF WE CAN OBTAIN THIS CONTRACT AS A START.

3. ACTION REQUESTED:
DUE TO SHORTAGE OF TIME, WOULD APPRECIATE EXIMBANK CONSIDERATION ASAP AND REPLY BY CABLE.
DEAN

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Disposition Event:
Disposition History: n/a
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